

City of Albuquerque Aviation Department

ACDBE OVERALL GOALS

September 2011

ACDBELO – Cara MacNinch
City of Albuquerque - Aviation Department
Albuquerque International Sunport (ABQ)
PO Box 9948
Albuquerque NM 87119-1048

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ALBUQUERQUE INTERNATIONAL SUNPORT NON-CAR RENTAL CONCESSIONS DBE GOALS FY 2012 – FY 2014

The Albuquerque International Sunport has prepared a goal for Airport Concession Disadvantaged Business Enterprises (ACDBE) applicable to FY 2012 – FY 2014 non-car rental concession opportunities. This goal was established in accordance with 49 CFR 23.

Market Area: The market area was determined to be Market Area One. Market Area One consists of the geographical area where the Albuquerque International Sunport is located (Geographical Area One). Geographical Area One is comprised of the following counties: Sandoval, Santa Fe, Bernalillo, and Los Alamos. Market Area One was determined to be the location where a substantial majority of the concessionaires are established.

Step 1: The method used to calculate the relative availability of the ACDBEs for Step 1 in this process utilizes 23.51(c)(1) DBE Directories and Census Bureau Data. The non-car rental concession annual gross receipts were estimated for FY 2012 through FY 2014 and then based off of the total estimated gross receipts; each concession contract opportunity had a weight factor applied to it. These Concession Weight Factors can be seen in Table 1. These weight factors will be applied when determining the overall concession goal.

TABLE 1

CITY OF ALBUQUERQUE – AVIATION DEPARTMENT
CONCESSION WEIGHT FACTORS

Concession Opportunity		ll Estimated Gross Recession Contract Opp		Weight Factor
	FY 2012	FY 2013	FY 2014	
Food and Beverage	\$12,260,989	\$11,937,538	\$11,622,621	49.38%
Advertising	\$ 728,217	\$ 671,881	\$ 619,904	2.78%
Gift and News	\$11,576,388	\$11,568,077	\$11,559,773	47.84%
Total	\$24,565,594	\$24,177,496 Year Gross Receipts	\$23,802,298 \$72,545,388	100%

The total estimated gross receipts for FY 2012 – FY 2014 is \$72,545,388. Of that amount, \$35,821,148 or 49.39% is anticipated for food and beverage, \$2,020,002 or 2.78% is anticipated to come from advertising, and \$34,704,238 or 47.84% is anticipated to come from gift and news.

The base figure was determined by weighing each concession opportunity and multiplying that number by the total ACDBE firms in the local market area and then dividing that number by the total of all firms in the market area. The total firms and the total ACDBE firms in the market area can be seen in Table 2.

TABLE 2

DBES IN MARKET AREA VS. ALL AVAILABLE FIRMS

NAICS Code	Concession Contract Opportunity	DBEs in Market Area	All Available Firms
7221	Food and Beverage	3	694
54185	Advertising	0	9
339911	Gift/News Stores	0	53
	Total	3	756

Source: County Business Patterns and NMDOT DBE Directory

Using the estimated gross receipts weight factors, the baseline ACDBE goal can be seen below:

F&B = Food and Beverage

ADV = Advertising

G/N = Gift/News Stores

Base Figure = .4938(3/694) + .0278(0/9) + .4784(0/53) = .4938(3/694) + .0278(0/9) + .4784(0/53) = .4938(3/694) + .0278(0/9) + .4784(0/53) = .4938(3/694) + .4784(0/53) = .4938(3/694) + .4784(0/53) = .4938(3/694) + .4784(0/53) = .4938(3/694) + .4784(0/53) = .4938(3/694) + .49

Base Figure = 0.0021

Base Figure = 0.21%

Step 2: This step is intended to adjust the base figure percentage calculated in Step 1 to reflect as accurately as possible the ACDBE participation that the Albuquerque International Sunport would expect in the absence of discrimination.

We have considered all of the other factors, which include the current capacity of ACDBEs to perform work in our concession program. We also considered evidence from related fields that affect the opportunities for ACDBE firms to form, grow, and compete, and in our research none of the previously mentioned factors require an adjustment to the base figure.

Our base figure is not the goal of another recipient and therefore, was not considered as an adjustment factor.

In our research, we discovered that a disparity study was done by B.B.C. Research, out of Denver, Colorado, for the State of New Mexico in 1995. This information is outdated and, accordingly, it was not considered as an adjustment factor.

Table 3 below reflects past ACDBE participation at the Albuquerque International Sunport.

TABLE 3

ALBUQUERQUE INTERNATIONAL SUNPORT
ACDBE PAST PARTICIPATION

Federal Fiscal Year	Total Gross Receipts	ACDBE Gross Receipts	ACDBE Goal	Achieved ACDBE Participation
2008	\$29,657,278	\$17,933,308	8.6%	60.5%
2009	\$25,753,850	\$16,826,586	12.57%	65.3%
2010	\$25,205,269	\$17,914,262	12.57%	71.1%

The Albuquerque International Sunport has achieved and exceeded its ACDBE goal the past three years; therefore, past participation will be considered as an adjustment factor.

Past participation will be accounted for by taking the FY 2012-FY2014 base figure, adding it to the past projects historical median of achievement, and dividing by two.

Overall Adjusted Goal = 0.21% (Base Figure) + 65.63% (Historical Median)

Overall Adjusted Goal = 32.92 %

Overall ACDBE Goal for Non-Car Rental Concessions = 32.92%

Breakout of Estimated Race-Neutral and Race-Conscious Participation

The Albuquerque International Sunport will meet the maximum feasible portion of its overall goal by using race-conscious means of facilitating ACDBE participation. The Albuquerque International Sunport uses the following race-conscious means to increase ACDBE participation: By arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in a way to facilitate ACDBE and other small businesses' participation (e.g., requiring and/or encouraging prime concessionaires to subcontract portions of work that they might otherwise perform with their own forces).

The following is a summary of the basis of our estimated breakout of race-neutral and race-conscious ACDBE participation. As can be seen from Table 3, ACDBE goals historically have been achieved for concession contracts at the Albuquerque International Sunport. The Albuquerque International Sunport estimates that in meeting its overall goal of 32.92%, we will obtain 32.92% from race-conscious participation and 0% from race-neutral participation.

The Albuquerque International Sunport will adjust the estimated breakout of race-neutral and race-conscious ACDBE participation as needed to reflect actual ACDBE participation and track and report race-neutral and race-conscious participation separately.

Public Participation

Consultation

In an effort to establish a level playing field, the following organizations were contacted:

- New Mexico Restaurant Association
- Hispano Chamber of Commerce
- Greater Albuquerque Chamber of Commerce

The overall goal adopted for FY 2012-2014 was developed while consulting with the above-named firms. Letters were sent out to the above-named firms on September 2, 2011. (Copies of the letters are attached at the end of this report). All comments are due back by October 3, 2011. All comments received will be included with this report upon final submission.

Public Notice

The proposed goal and rationale will be advertised as available for inspection in the <u>Albuquerque</u> Journal, 7777 Jefferson NE, Albuquerque, NM 87109, 505-823-3800.

Sample Public Notice Language:

Airport Concession Disadvantaged Business Enterprise (ACDBE) Goals for Federal Fiscal Year 2012-2014.

The City of Albuquerque – Aviation Department hereby announces its Fiscal Year 2012-2014 ACDBE Goal of 32.92% for airport concessions. The proposed goal and goal-setting methodology are available for inspection between 8:00 a.m. and 5:00 p.m. Monday through Friday for a period of 30 days following the date of this notice at the Albuquerque International Sunport, Aviation Department, 2200 Sunport Blvd. SE, Albuquerque, New Mexico 87106. The Fiscal Year 2012-2014 ACDBE goals will also be available for viewing on the internet at http://www.cabq.gov/airport/.

The Aviation Department will accept comments on the ACDBE goals for 45 days from the date of this notice. Comments can be sent to either of the following:

DBELO
Cara M. MacNinch
Business Development
City of Albuquerque – Aviation Department
Albuquerque International Sunport
P.O. Box 9948
Albuquerque, NM 87119-1048

Federal Aviation Administration Civil Rights Staff, ASW-9C 2601 Meacham Boulevard Fort Worth, TX 76137-4298

Contract Goals

The City of Albuquerque – Aviation Department will use contract goals to meet any portion of the overall goal that the recipient does not project being able to meet using race-neutral means. Contract goals are established so that, over the period to which the overall goal applies, they will cumulatively result in meeting any portion of the recipient's overall goal that is not projected to be met through the use of race-neutral means.

The City of Albuquerque – Aviation Department will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. It need not establish a contract goal on every such contract, and the size of the contract goals will be adapted to the circumstances of each such contract (e.g., type and location of work and availability of ACDBEs to perform the particular type of work).

The City of Albuquerque – Aviation Department will express its contract goals as a percentage of the total amount of ACDBE-assisted contract.

ALBUQUERQUE INTERNATIONAL SUNPORT CAR RENTAL CONCESSIONS DBE GOALS FY 2012 – FY 2014

The Albuquerque International Sunport has prepared a goal for Airport Concession Disadvantaged Business Enterprises (ACDBE) applicable to FY 2012 – FY 2014 car rental concession opportunities. This goal was established in accordance with 49 CFR 23.

Market Area: The market area was determined to be Market Area One. Market Area One consists of the geographical area where the Albuquerque International Sunport is located (Geographical Area One). Geographical Area One is comprised of the following counties: Sandoval, Santa Fe, Bernalillo, and Los Alamos. Market Area One was determined to be the location where a substantial majority of the concessionaires are established.

Step 1: The method used to calculate the relative availability of the DBEs for Step 1 in this process utilizes 23.51(c)(1) DBE Directories and Census Bureau Data. The base figure was determined by dividing the total ACDBE firms in the local market area by the total of all firms in the market area. The total firms and the total ACDBE firms in the market area can be seen in Table 1.

TABLE 1

DBEs IN MARKET AREA VS. ALL AVAILABLE FIRMS

NAICS Code	Car Rental Concession Contract Opportunity	DBEs in Market Area	All Available Firms
53211	Rental Car	0	67
4411	Automobile Dealers	0	343
	Total	0	410

Source: County Business Patterns and NMDOT DBE Directory

All of the car rental concessionaires are national companies. The car washing and cleaning is done on site by the rental company employees. The maintenance is completed through the dealership where the vehicle was purchased. There are no records of certified DBE car rental companies or dealerships in the market area.

Base figure for car rental concessions = 0%

Step 2: This step is intended to adjust the base figure percentage calculated in Step 1 to reflect as accurately as possible the ACDBE participation that the Albuquerque International Sunport would expect in the absence of discrimination.

We have considered all of the other factors, which include the current capacity of ACDBEs to perform work in our concession program. We also considered evidence from related fields that affect the opportunities for ACDBE firms to form, grow, and compete, and in our research none of the previously mentioned factors require an adjustment to the base figure.

Our base figure is not the goal of another recipient and therefore, was not considered as an adjustment factor.

In our research, we discovered that a disparity study was done by B.B.C. Research, out of Denver, Colorado, for the State of New Mexico in 1995. This information is outdated and accordingly, it was not considered as an adjustment factor.

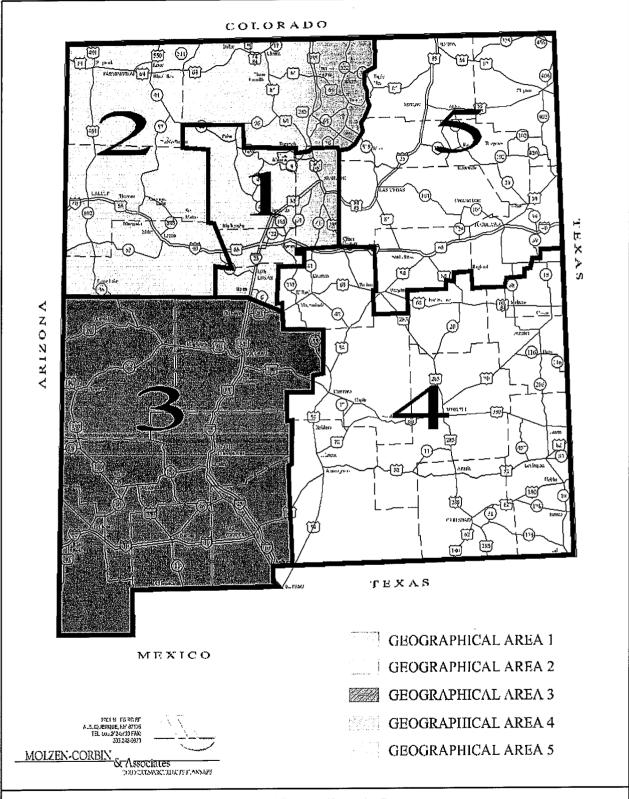
The Albuquerque International Sunport has had no record of achievement within car rental concession overall goals. This is because all of the car rental contracts at the Sunport are with national companies. The car washing and cleaning is done on-site by the rental company employees, and the maintenance is completed through the dealership where the vehicle was purchased. In addition, there are no certified car rentals or dealership DBEs within the market area.

The proposed overall ACDBE for Car Rental Concessions goal for the Albuquerque International Sunport is 0%.

Breakout of Estimated Race-Neutral and Race Conscious Participation

Since the car rental base figure is 0%, the Albuquerque International Sunport will not estimate a breakout of race-neutral and race-conscious participation.

ATTACHMENT ONE MARKET AREA MAP AND BREAKOUT OF DBE AND NON-DBE BUSINESSESS



Disadvantaged Business Enterprise Program

Figure 1: New Mexico Market Areas

7414/5321 Car Rental
5947- 5944/339911 Jewelry
3152 Mens, Womens and 54185 Display Childrens Advertising Apparel
_
72211/7222 11/722213/ 72231/7224 1 Eating and Drinking Places
County

Geographical Area 1					
Sandoval	0	0	0	0	0
Santa Fe	1	0	0	0	0
Los Alamos	0	0	0	0	0
Bernalillo	2	0	0	0	0
TOTAL	3	0	0	0	0

0	
0	
0	
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Market Area 1 Total	

7414/5321 Car Rental
339911 Jewelry
3152 Mens, Womens and 54185 Display Childrens Advertising Apparel
3152 Mens, Womens and Childrens Apparel
72211/7222 11/722213/ 72231/7224 1 Eating and Drinking Places
County

	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
Geographical Area 2	Cibola	Valencia	McKinley	San Juan	Rio Aribba	Taos	TOTAL

	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	_	0	2	3
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

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	i Eating	Childrens	Advertising	Jewelry	Car Rental
	and	Annarol	•	•	
	Drinking	2 2 2 2			
	Places				

Geographical Area 3					
Socorro	0	0	0	0	0
Catron	0	0	0	0	0
Grant	0	0	0	0	0
Hidalgo	0	0	0	0	0
Luna	0	0	0	0	0
Dona Ana	0	0	0	0	0
Sierra	0	0	0	0	0
TOTAL	0	0	0	0	0

	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	1	0	2	3
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

0 0	
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t Area 3 Total 3	
Market Area	

Total DBE's Per Market Area **New Mexico**

	7414/5321 Car Rental	
	339911 741 Jewelry Car	
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	54185 Displa Advertising	
	72231/7224 Womens and 54185 Display Apparel Apparel	
7224117222	11/722213/ 72231/7224 1 Eating and Drinking	Disco
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0	0	0	0	0	0	0	0	0	0	
Torrance	Lincoln	Otero	Eddy	Chaves	Lea	De Baca	Roosevelt	Curry	TOTAL	

Geographical Area 1					
Sandoval	0	0	0	0	0
Santa Fe	-	0	0	0	0
Alamos	0	0	0	0	0
Bernalillo	2	0	0	0	0
TOTAL	က	0	0	0	0

0 0	
0	
3	
Market Area 4 Total	

72231/7224 Womens and 54185 Display 1 Eating Childrens Advertising and Apparel
·

Geographical Area 5					
Guadalupe	0	0	0	0	0
Quay	0	0	0	0	0
San Miguel	0	0	0	0	0
Harding	0	0	0	0	0
Union	0	0	0	0	0
Mora	0	0	0	0	0
Colfax	0	0	0	0	0
TOTAL	0	0	0	0	0

Geographical Area 1					
Sandoval	0	0	0	0	0
Santa Fe	1	0	0	0	0
Los Alamos	0	0	0	0	0
Bernalillo	2	0	0	0	0
TOTAL	3	0	0	0	0

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5321 Car Rental
339911 Jewelry
54185 Display Advertising
3152 Mens, Womens and Childrens Apparel
72211/722211/7 22213/72231/72 241 Eating and Drinking Places
Sounty

Geographical Area 1				į	
Sandoval	119	0	2	3	က
Santa Fe	155	8	0	16	7
Los Alamos	15	0	0	0	0
Bernalillo	405	4	7	34	57
TOTAL	694	12	6	53	29

29
53
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	22213/72231/72	7	E440E Dienlay	770000	2004 000
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	0	0	-	-	0	0	2
	0	0	2	0	0	0	2
	6	25	46	58	23	58	219
Geographical Area 2	Cibola	Valencia	McKinley	San Juan	Rio Aribba	Taos	TOTAL

	Γ	1			
	က	7	0	57	67
	3	16	0	34	53
	2	0	0	7	6
	0	80	0	4	12
	119	155	15	405	694
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

73
62
11
14
913
larket Area 2 Total

Geographical Area 3		i			
	15	0	0	3	0
	4	0	0	0	0
	23	0	0	0	0
	4	0	0	0	0
	24	0	0	0	0
	115	0	2	2	7
	12	0	0	0	0
	197	0	2	2	7

	က	7	0	57	29
	3	16	0	34	53
	2	0	0	7	6
	0	8	0	4	12
,	119	155	15	405	694
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

74	
28	
17	
12	
891	
Market Area 3 Total	

	72211172221117	2152 Mone			
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County	24.1 Eating and	Childrens	Advertising	lowolm,	Dontai
	Drinking		Sillenia	Sewell y	ועבוונשו
		Annarel			
	Places		-		

Geographical Area 4					
Torrance	7	0	0	-	0
Lincoln	36	0	0	2	0
Otero	32	0	0	_	_
Eddy	32	0	0	0	0
Chaves	46	1	1	0	က
Lea	45	1	0	0	2
De Baca	1	0	0	0	0
Roosevelt	10	0	0	0	0
Curry	34	0	0	0	τ
TOTAL	243	2	ı	4	7

Geographical Area 1					
Sandoval	119	0	2	3	3
Santa Fe	155	8	0	16	7
Los Alamos	15	0	0	0	0
Bernalillo	405	4	7	34	57
TOTAL	694	12	6	53	29

937 14 10 57

ATTACHMENT TWO PUBLIC CONSULTATION LETTERS AND COMMENTS

MOLZENCORBIN

September 2, 2011

Albuquerque Hispano Chamber of Commerce 1309 Fourth Street SW Albuquerque, New Mexico 87102

RE:

City of Albuquerque – Aviation Department Airport Concession Disadvantaged Business Enterprise Program - FY 2012-2014 Goals

Dear Sir or Madam:

We are in the process of completing the overall goal portion of the City of Albuquerque Aviation Department Airport Concession Disadvantaged Business Enterprise (ACDBE) Plan. According to 49 CFR Parts 23 and 26, as part of our public participation process, we are requesting that you please review the enclosed overall goals for the City of Albuquerque – Aviation Department and fill out the enclosed sheet with your comments.

The City of Albuquerque – Aviation Department utilizes the DBE database of the New Mexico Department of Transportation. Encouraging minority-owned and women-owned businesses to participate in this program might increase the percentages for future projects. For information on how to participate in the DBE program, please contact NMDOT at 505-827-1774.

Please send your comments to the address listed below no later than October 3, 2011.

Ms. Cara MacNinch City of Albuquerque - Aviation Department Albuquerque International Sunport (ABQ) P.O. Box 9948 Albuquerque, New Mexico 87119-1048

You could also fax your comments to 505-842-7334 or e-mail your comments to Cara MacNinch at cmacninch@cabq.gov. Additionally, if you have information of DBE businesses (contractors, material suppliers, etc.), please share with them the potential of work under this project.

We would like to thank you in advance for your help. If you have any questions or need any additional information, please call me at 505-242-5700.

Sincerely,

MOT ZENI CORBIN

Jacquelynn D. Martinez

JLM:ps Enclosures

cc:

Ms. Dolores Leyva, FAA

Ms. Cara MacNinch, City of Albuquerque-Aviation Department

City of Albuquerque – Aviation Department FY 2012-2014 Overall Goals

Agree with the goals as prepared:		
Do not agree with the goals as prepared:		
Do not agree with the goals as proposed		
Comments		
Additional Comments		
N. (Diago Drint)	·	_
Name (Please Print):		
Title:Organization:		-
Organization:		-
Phone Number:		-

505 242 0673 Fax

MOLZENCORBIN

September 2, 2011

Greater Albuquerque Chamber of Commerce P.O. Box 25100 Albuquerque, New Mexico 87125

RE: City of Albuquerque – Aviation Department Airport Concession Disadvantaged Business Enterprise Program - FY 2012-2014 Goals

Dear Sir or Madam:

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Ms. Dolores Leyva, FAA

Ms. Cara MacNinch, City of Albuquerque-Aviation Department

City of Albuquerque – Aviation Department FY 2012-2014 Overall Goals

Agree with the goals as prepared:	·
Do not agree with the goals as prepared:	
Comments	
•	
Additional Comments	
ar (m) m'. 4).	
Name (Please Print):	
Title:Organization:	
Organization:	
Phone Number:	

MOLZENCORBIN

September 2, 2011

New Mexico Restaurant Association 9201 Montgomery NE, Suite 602 Albuquerque, New Mexico 87111

RE: City of Albuquerque – Aviation Department Airport Concession Disadvantaged Business Enterprise Program - FY 2012-2014 Goals

Dear Sir or Madam:

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JLM:ps Enclosures

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Ms. Cara MacNinch, City of Albuquerque-Aviation Department

City of Albuquerque – Aviation Department FY 2012-2014 Overall Goals

Agree with the goals as prepared	·				•
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Do not agree with the goals as pr	epared:	 			
Comments		 			
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Additional Comments					
		 			
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	•				
Name (Please Print):					
Title					
Title:Organization:		 			
Organization.					
Phone Number:		 			

ATTACHMENT THREE PUBLIC NOTICE

Airport Concession Disadvantaged Business Enterprise (ACDBE) Goals for Federal Fiscal Year 2012-2014.

The City of Albuquerque – Aviation Department hereby announces its Fiscal Year 2012-2014 ACDBE Goal of 32.92% for airport concessions. The proposed goal and goal-setting methodology are available for inspection between 8:00 a.m. and 5:00 p.m. Monday through Friday for a period of 30 days following the date of this notice at the Albuquerque International Sunport, Aviation Department, 2200 Sunport Blvd. SE, Albuquerque, New Mexico 87106. The Fiscal Year 2012-2014 ACDBE goals will also be available for viewing on the internet at http://www.cabq.gov/airport/.

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DBELO
Cara M. MacNinch
Business Development
City of Albuquerque – Aviation Department
Albuquerque International Sunport
P.O. Box 9948
Albuquerque, NM 87119-1048

Federal Aviation Administration Civil Rights Staff, ASW-9C 2601 Meacham Boulevard Fort Worth, TX 76137-4298